



# Team Experience

Certain Team members have advised Deutsche Bank with respect to over 800 non-ESA energy efficiency retrofit projects involving more than 175 Deutsche Bank-occupied buildings<sup>1</sup>

Project Type <sup>2</sup>	Description	# of Completed Projects <sup>3</sup>
<b>Boiler Plant Improvements</b>	Replacement of existing boilers with high efficiency units. Includes boiler plant pumping, piping, as well as controls retrofits and replacements.	4
<b>Chiller Plant Improvements</b>	Chiller retrofits or replacements. Includes chiller plant pumping, piping, as well as controls retrofits and replacements.	17
<b>Heating, Ventilation, and Air Conditioning (HVAC)</b>	Comprehensive package of air conditioning and heat pump unit replacement. Addressed elements can include HVAC damper repair and replacement; cooling tower retrofits or replacements; outside air economizers; air-to-air heat recovery; and variable air volume retrofits.	40
<b>Chilled Water, Hot Water, and Steam Distribution Systems</b>	Repair and replacement of hot water, chilled water and steam distribution systems.	7
<b>Building Automation Systems</b>	Upgrade or replacement of existing building automation system and install additional HVAC controls.	18
<b>Electric Motors and Drives</b>	Motor replacement with high efficiency units and variable speed motors or drives replacements.	9
<b>Lighting Improvements</b>	Interior and exterior lighting retrofits and replacements, occupancy sensor controls, LED retrofits, and day lighting controls.	213
<b>Building Envelope Improvements</b>	Building insulation, weatherization, window replacements, reflective solar window tinting, cool roofs.	4
<b>Renewable Energy</b>	Installation of solar hot water and photovoltaic units.	5
<b>Energy and Utility Distribution Systems</b>	Transformer or power distribution unit replacement and associated power factor correction.	13
<b>Water</b>	Low-flow faucets and showerheads, low-flow plumbing equipment, cooling tower and boiler make-up water controls, grey water and rainwater recovery.	57
<b>Energy Cost Reduction Through Rate Adjustments</b>	Utility rate and tariff optimization combined with historical bill and meter auditing.	5
<b>Retro Commissioning</b>	Optimize re-commissioning schedules, set-points, and process controls. Test and repair control devices. Introduced monitored or enhanced commissioning.	351
<b>Advanced Metering Systems</b>	Meter and report tenant energy consumption. Add meters to ensure tenant billing accuracy.	2
<b>Appliance/Plug-Load Reductions</b>	Replace refrigeration and kitchen appliances, vending machine controls, plug timers and controls with Energy Star® products.	17
<b>Other</b>	Green building refurbishments, demand response programs, other.	69
<b>Total:</b>		<b>831</b>

<sup>1</sup> The Team believes this prior retrofit experience, although different in certain important respects from the type of projects being targeted by the Partnership, is relevant in evaluating the Team's overall level of experience in the retrofit market. Team members collaborated with, and were assisted by, certain employees of Deutsche Bank affiliates and certain third parties in completing these projects. See Appendix F, Note B for additional important information.

<sup>2</sup> Based on U.S. Department of Energy, Federal Energy Management Program (FEMP) project categories.

<sup>3</sup> Team members were also involved in an additional 229 projects not included in the table above because the Team concluded they did not invoke certain key elements associated with the Partnership's retrofit strategy. These projects include new building fit-outs, real estate consolidations, data center optimization, desktop technology deployment, managed print services, coffee/water appliance upgrades, and TV/monitor upgrades. Covers 2009 – 2012 time period. Does not include projects still in process or not yet validated as of year-end 2012.